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Salesforce Certified Sales Cloud Consultant Sample Questions (Q151-Q156):

NEW QUESTION # 151

Cloud Kicks is implementing Sales Territories for its retail sales unit. The sales director is requesting a detailed roll-up forecast for territories.

What should the consultant recommend?

- A. Include the Forecast Manager field on the Account page layout.
- B. Assign a role for each manager in the user role hierarchy.
- C. Assign a Forecast Manager to each region.

Answer: C

NEW QUESTION # 152

The VP of Sales at Cloud Kicks wants to automate the process of reassigning Accounts when an Account owner gets transferred to a different team or region. The VP wants reassignment to be based on the Account status and confirmation that the new Account owner is informed of their new Account inheritance.

Which two strategies can the Consultant use to design the solution? (Choose two.)

- A. Use Process Builder for capturing Account details, define Account assignment rules to reassign the Account to a new owner based on status, and send an email regarding Account inheritance.
- B. Use Flow Builder for capturing Account details, define Account assignment rules to reassign the Account to a new owner based on status, and send an email regarding Account inheritance.
- C. Use Process Builder for capturing Account details, design workflow rules to reassign the Account to a new owner based on status, and send an email regarding Account inheritance.
- **D. Use Process Builder for capturing Account details, design nodes to reassign the Account to a new owner based on status, and send an email regarding Account inheritance.**
- **E. Use Flow Builder for capturing Account details, design an element to reassign the Account to a new owner based on status, and send an email regarding Account inheritance.**

Answer: D,E

NEW QUESTION # 153

Cloud Kicks has two sales divisions: a franchise sales division and a public sales division.

The sales representatives for each division have their own user profiles and person Accounts. The franchise sales division sales representatives cannot create person Accounts, and they should only be able to set up franchise Accounts. What should the Consultant recommend to meet this requirement?

- **A. Remove person Account record types from the franchise sales division's sales representative user profile**
- B. Utilize Divisions to hide person Account from the franchise sales division's sales representative user profile
- C. Ensure that the "Disable Person Accounts" permission on the franchise sales division's sales representative user profile is checked
- D. Hide the Person Account checkbox from the franchise sales division's sales representative user profile through Field-level Security.

Answer: A

NEW QUESTION # 154

Which prerequisite should the consultant consider before enabling Opportunity Splits?

- **A. Enable Opportunity Teams and confirm the owner is a team member.**
- B. Add customized split types to opportunities.
- C. Ensure open opportunities are owned by active users.

Answer: A

Explanation:

Before enabling Opportunity Splits, it is essential to ensure that Opportunity Teams are enabled and that the opportunity owner is a team member. Opportunity Splits rely on the Opportunity Teams feature to function correctly, as splits are allocated among team members. Ensuring that the opportunity owner is part of the team guarantees that the splits are appropriately assigned and managed. This prerequisite is critical to setting up and using Opportunity Splits effectively.

NEW QUESTION # 155

Northern Trail Outfitters (NTO) has configured a private sharing model with Opportunity team selling enabled. The company allows its sales representatives to add sales team members to their opportunities when necessary. As a result, each sales representative has opportunities they directly manage and opportunities on which they collaborate with other sales representatives. Which data set filter on a single report would allow the sales representatives to see all opportunities they are involved with?

- A. My collaborative opportunities
- B. My Team selling shared opportunities
- **C. My Team's Opportunities - not sure due to incomplete question.**

- Answer: C,D**

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